

# INFORMATION LETTER

Not for  
Publication

NATIONAL CANNERS ASSOCIATION

For Members  
Only

No. 1365

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December 1, 1951

## Ceiling Price Regulations

A number of amendments to ceiling price regulations of concern to canners were issued this week by the Office of Price Stabilization. They are:

SR 5 to CPR 55, authorizing ceiling adjustments by specified amounts for certain tomato products;

Amendment 6 to CPR 55 and SR 6 to CPR 55, extending coverage of CPR 55 to canned pumpkin and squash and authorizing ceiling adjustments;

SR 7 to CPR 55, authorizing ceiling adjustments for canners of sweet potatoes in Louisiana, Alabama, and Mississippi;

SR 18 to CPR 22, providing a simplified method for applying the Capehart adjustment to small manufacturers under CPR 22; and

GOR 20, providing for Capehart adjustments for small manufacturers and service establishments not subject to CPR 34.

Each of these regulations is reported on in this issue beginning on page 395.

Another general overriding regulation, considered to be the main Capehart adjustment provision, is being readied for issuance next week.

## USDA Suggests Orderly Buying Of Insecticides and Fungicides

Because of shortages of chemicals and metals used in the manufacture of insecticides and fungicides, the U. S. Department of Agriculture has recommended that farmers buy some part of their estimated requirements now.

"The situation indicates that farmers could help avert possible bottlenecks in supplies of these necessary materials by buying some part of their estimated requirements now and through continued orderly purchases in advance of actual needs," according to USDA.

The manufacture and distribution of the large quantities of insecticides, fungicides and herbicides required for agricultural production has become a year-round job, USDA said. Although production capacity is generally adequate, storage facilities will

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## N.C.A. Sessions at Convention Will Be Held to Two-Day Period; Sen. Bennett and Trigg to Speak

Speakers for the Opening General Session of the 1952 Convention will be Senator Wallace F. Bennett of Utah, and Ralph S. Trigg, Deputy Administrator of the Defense Production Administration.

Senator Bennett brings to the Convention experience in business problems derived through his service as president of the Bennett Motor Company and the Bennett Glass and Paint Company, as well as considerable leadership in business trade association work. He was vice president of the National Paint, Varnish and Lacquer Association in 1935; president of the National Glass Distributors Association in 1937; and president of the National Association

of Manufacturers in 1939. He is a member of the Senate Post Office and Civil Service Committee; the Senate District of Columbia Committee, and a former member of the Senate Banking and Currency Committee, on which he served through almost all of the RFC hearings.

Mr. Trigg is well known to canners through his conduct of various offices in the U. S. Department of Agriculture. He appeared at the 1951 Convention in Chicago when he was Administrator of the Production and Marketing Administration and Pres-

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## Renegotiation Board Issues Two Interim Regulations

The Renegotiation Board last week issued, under the Renegotiation Act of 1951, a "stock item" exemption which will establish for the period prior to January 1, 1952, an exemption from renegotiation of subcontracts for items which are purchased for stock and not specially for performing renegotiable prime or subcontracts. Under the ruling, all subcontracts otherwise subject to the Act which are for materials (including maintenance, repair, and operating supplies) customarily purchased for stock in the normal course of the purchaser's business, except when such materials are specially purchased for use in performing one or more contracts or higher tier subcontracts subject to the Act, need not be included in the subcontractor's renegotiable business.

It does not appear that the "stock item" exemption will be of significant

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## Heavy Carloading

Service Order No. 878, prescribing minimum carloading requirements for canned foods and other packaged foodstuffs, has been extended by the Interstate Commerce Commission through May 31, 1952. The order was scheduled to expire Nov. 30 (see INFORMATION LETTER of June 16, page 233).

## 1951 Pack of Sweet Corn

The total pack of sweet corn in 1951 is 30,188,540 actual cases, about 40 percent above the 21,645,243 cases packed in 1950, but 14 percent below the 1949 pack, according to a report by the N.C.A. Division of Statistics.

On the basis of 24/2's, the 1951 pack amounted to 25,576,000 cases as compared with 18,241,000 cases in 1950.

The Midwest accounted for 69.5 percent of the total 1951 pack, the East 16.5 percent, and the West 14 percent. The regional increases reflected in the 1951 pack are East, up 17.7 percent; Midwest, up 45.6 percent; and West, up 40 percent.

The largest increase over 1950 in number of cases packed occurred in Wisconsin, which packed approximately 2.25 million cases more than a

year ago, up about 74 percent. The largest percentage increases over last year's pack were recorded in Indiana, up 90 percent, and in Maine, Vermont and New Hampshire combined, up 88 percent. New York was the only state showing a decrease in the 1951 pack, down 11 percent from 1950.

The 1951 pack included 18,510,000 cases of No. 303's representing 61.3 percent of the total pack. This compares with 12,555,000 cases or 57.7 percent of the 1950 pack. The 12-oz. vacuum can accounted for 18.1 percent of the 1951 pack as compared with 20.1 percent last year, and No. 2 cans accounted for 4.4 percent of the total pack in 1951 as compared with 6.4 percent in 1950. However, the number of actual cases of No. 2's packed in 1951 was only 50,000 cases more than in 1950. The 12-oz. vacuum and No. 303 cans together accounted for 79.4 percent of the total 1951 pack. In 1950 these two can sizes accounted for 77.8 percent of the total.

Cream style pack accounted for 55 percent of the total 1951 pack, down

slightly from 1950. Of the total pack, 87.7 percent was golden.

By grades, the 1951 pack comprised 85 percent Fancy, 12 percent Extra Standard, and the remaining 3 percent Standard. Golden corn graded out slightly better than the white, having 85 percent Fancy compared with 83 percent Fancy for the white.

#### 1951 Corn Pack by States

State	1950	1951
(actual cases)		
East:		
Me., Vt. & N. H....	593,408	1,112,481
New York.....	1,325,522	1,184,322
Md. & Del.....	1,070,641	2,022,341
Pennsylvania.....	625,667	637,113
Other states.....		32,037
Midwest:		
Ohio.....	771,685	909,729
Indiana.....	703,334	1,337,248
Illinois.....	4,105,975	5,460,267
Wisconsin.....	3,043,527	5,283,004
Minnesota.....	4,495,440	5,883,205
Iowa & Nebraska....	1,018,513	1,637,869
Other states.....	260,280	454,636
West:		
Western states.....	3,031,261	4,234,061
U. S. Total.....	21,645,243	30,188,540

#### 1951 Pack of Sweet Corn by Variety and Region

Variety	East (actual cases)	Midwest (actual cases)	West (actual cases)	Total (actual cases)
Country Gentleman cream style.....	22,107	2,436,272		2,458,379
Country Gentleman whole kernel.....	228,362	111,863		340,225
Other white, cream style.....	23,503	621,924		645,427
Other white, whole kernel.....	216,186	51,784		267,940
Golden Bantam, cream style.....	2,765,004	7,947,506	2,794,218	13,506,728
Golden Bantam, whole kernel.....	1,733,132	9,796,866	1,439,843	12,969,841
U. S. Total.....	4,988,294	20,966,185	4,234,061	30,188,540

#### Stocks of Canned Peas

A report on canners' stocks and shipments of canned peas has been compiled by the N.C.A. Division of Statistics.

##### Canned Pea Stocks and Shipments

	1950-51 (actual cases)	1951-52 (actual cases)
Carryover, June 1.....	2,141,400	1,110,783
Pack.....	32,725,536	37,837,387
Total supply.....	34,866,936	38,948,170
Stocks, Nov. 1.....	16,765,798	22,110,990
Shipments during Oct.....	2,839,204	3,957,154
Shipments, June 1 to Nov. 1.....	19,101,138	16,837,180

#### Canned Meat Report

The quantity of meat canned and meat products processed under federal inspection during the four-week period September 30-October 27 has been reported by the Bureau of Animal Industry, USDA. However, this report represents only the supply of meat products canned during that period and available for civilian consumption. Total production, including quantities for defense agencies, was 142,517 thousand pounds.

#### Canned Meat and Meat Products Processed Under Federal Inspection Sept. 30-Oct. 27, 1951

	3 lbs. & over (in thousand pounds)	Under 3 lbs.	Total
Luncheon meat.....	13,051	6,456	19,507
Canned hams.....	10,459	457	10,916
Corned beef hash.....	621	5,884	6,505
Chili con carne.....	940	12,158	13,104
Vienna sausage.....	139	2,721	2,860
Frankfurters and wieners in brine.....	8	1,081	1,089
Deviled ham.....		358	358
Other potted and deviled meat products.....		2,981	2,981
Tamales.....	150	3,302	3,452
Sliced, dried beef.....	14	290	304
Liver products.....		138	138
Meat stew.....	58	4,308	4,366
Spaghetti meat products.....	214	4,629	4,843
Tongue (except pickled).....	64	214	278
Vinegar pickled products.....	1,118	1,807	3,015
Bulk sausage.....		568	568
Hamburger.....	36	1,259	1,295
Soups.....	1,088	39,738	40,826
Sausage in oil.....	183	466	649
Tripe.....		632	632
Brains.....		389	389
Bacon.....	30	127	157
All other products 30% or more meat.....	482	6,201	6,683
All other products less than 30% meat (ex- cept soup).....	191	7,091	7,282
Total all products.....	28,662	103,452	132,114

#### 1951 Spring Spinach Pack

The 1951 pack of spring spinach amounted to 5,834,461 actual cases, according to a report by the N.C.A. Division of Statistics, the first issued on this pack. On the basis of 24/2's, the pack amounted to 6,649,000 cases.

The pack included 2,549,931 cases of 24/2's, 1,086,776 cases of 6/10's, and 1,076,471 cases of 24/2½'s. Following is the pack by states:

State	Total (actual cases)
New York.....	95,426
Maryland.....	289,024
Ozarks.....	1,445,311
Texas.....	669,004
California.....	3,069,413
Other states.....	266,283
U. S. Total.....	5,834,461

## NUTRITION

#### AMA Changes Vitamin C Requirement for Tomato Juice

Since 1944 the Council on Foods and Nutrition of the American Medical Association has based the use of its Seal of Acceptance for canned tomato juice, so far as vitamin C is concerned, on a minimum value of 20 milligrams per 100 grams of juice. This has now been lowered to 17.5 milligrams, according to an announcement in the November 3, 1951, issue of the *Journal of the American Medical Association*. The statement reads:

##### "ASCORBIC ACID CONTENT OF TOMATO JUICE

"The Council on Foods and Nutrition has recognized for many years the importance of making available dependable sources of vitamin C. The value of citrus fruit and tomatoes as sources of vitamin C is well known, and at the present time the Council considers for acceptance orange juice having a natural ascorbic acid content of at least 40 mg. per 100 ml. when packed and grapefruit juice having at least 30 mg. per 100 ml. when packed.

"The Council has decided to consider for acceptance tomato juice (canned or frozen) which has at the time of processing a natural content of ascorbic acid of at least 17.5 mg. per 100 ml. This decision is based on the consideration of the reasonably expected level of ascorbic acid that should result from the processing by modern methods of carefully selected high-grade tomatoes."

## DEFENSE

### Tomato Products

SR 5 to CPR 55, issued and effective November 28, specifies adjusted levels to which ceiling prices of canned tomato catsup and canned tomato paste may be increased and provides specific amounts by which ceiling prices of other tomato products may be increased.

Copies of SR 5 to CPR 55 were mailed by N.C.A. to all canners of tomato products.

Following is the text of the regulatory provisions of SR 5 to CPR 55:

**SECTION 1. What this supplementary regulation does.** This supplementary regulation modifies Ceiling Price Regulation 55 by allowing canners of tomato paste, tomato catsup (not including bottled tomato catsup), tomato sauce (including hot sauce), and tomato puree to increase their ceiling prices otherwise calculated under CPR 55 by the specific methods set forth below. This supplementary regulation covers canners whose ceiling prices were established under any section of CPR 55.

**SEC. 2. Adjusted levels for canned tomato paste ceiling prices.** If you are a canner of tomato paste, you may increase your ceiling prices as calculated under Ceiling Price Regulation 55 without reference to this supplementary regulation to the following specific amounts:

CANNED TOMATO PASTE	
Container size	Adjusted ceiling price (per dozen containers)
6 oz. ....	\$0.99
No. 10. ....	13.80

**SEC. 3. Adjusted levels for canned tomato catsup ceiling prices.** If you are a canner of tomato catsup, you may increase your ceiling prices for canned tomato catsup (not including bottled tomato catsup) as calculated under CPR 55 without reference to this supplementary regulation to the following specific amounts:

CANNED TOMATO CATSUP		
Container size	Percentage of solids	Adjusted ceiling price (per dozen containers)
No. 10. ....	33 or over. ....	\$10.40
No. 10. ....	24 to 32.9. ....	9.40
No. 10. ....	Under 24. ....	8.80

**SEC. 4. Adjusted levels for canned tomato sauce ceiling prices.** If you are a canner of tomato sauce, you may increase your ceiling prices for canned tomato sauce (including hot sauce) as calculated under CPR 55 without reference to this supplementary regulation as follows:

(a) By adding to such ceiling prices the following specific amounts:

#### CANNED TOMATO SAUCE (INCLUDING HOT SAUCE)

Container size	CPR 55 price calculated without reference to the supplementary regulation (per dozen containers)	Increase per dozen containers
8 oz. ....	Over \$65. ....	\$0.01
8 oz. ....	\$65 or less. ....	.02
No. 10. ....	All prices. ....	.25

(b) If your ceiling prices for items in 8 oz. containers, as adjusted by paragraph (a) of this section, are below the amounts listed in this paragraph, you may increase them to such amounts. If your ceiling prices, as adjusted by paragraph (a) of this section are above the following amounts, you are not required to lower them:

Product	Container size and grade	Adjusted ceiling price (per dozen containers)
Canned tomato sauce. . .	8 oz., fancy grade	\$0.64
Canned tomato sauce. . .	8 oz., other grades	.59
Canned tomato sauce. . .	No. 10, all grades	None
Canned hot sauce. . .	8 oz., all grades	.59
Canned hot sauce. . .	No. 10, all grades	None

**SEC. 5. Adjusted levels for canned tomato puree ceiling prices.** If you are a canner of tomato puree, you may increase your ceiling prices as calculated under CPR 55 without reference to this supplementary regulation as follows:

(a) By adding to such ceiling prices the following specific amounts:

CANNED TOMATO PUREE	
Container size	Increase per dozen containers
No. 2½. ....	\$0.10
No. 10. ....	.30

(b) If your ceiling prices, as adjusted by paragraph (a) of this section, are below the following amounts, you may increase them to such amounts. If your ceiling prices as adjusted by paragraph (a) of this section are above the following amounts, you are not required to lower them:

Container size and specific gravity	Adjusted ceiling price (per dozen containers)
No. 2½, s. g., 1.06 and over. ....	\$10.00
No. 2½, s. g., under 1.06. ....	8.80
No. 10, s. g., 1.07 and over. ....	9.30
No. 10, s. g., 1.06-1.069. ....	8.50
No. 10, s. g., under 1.06. ....	7.20

**NOTE—OPS has advised N.C.A. of two errors in the tomato puree table under Section 5(b) of SR 5 to CPR 55. The table will be amended, in part, to read:**

No. 2½, s. g., 1.06 and over. ....	\$2.50
No. 2½, s. g., under 1.06. ....	2.20

**SEC. 6. Items in container sizes not specifically covered.** If you are a canner of an item of a product covered by this supplementary regulation and such item differs in container size from any item of the same product listed in any of the tables above, you may calculate your adjusted ceiling price for such item under the provisions of section 4 of CPR 55. If you choose to go price under section 4 of CPR 55, you shall use as your comparison item an item closest in container size to the item being priced for which you have adjusted a ceiling price in accordance with this supplementary regulation. If you are unable to use the provisions of section 4 of CPR 55, you shall use the provisions of section 6 of CPR 55.

**SEC. 7. Sales under Ceiling Price Regulation 55.** Canners of the products covered by this supplementary regulation may continue to sell items of such products at or below the ceiling prices calculated under CPR 55 without reference to the provisions of this supplementary regulation.

All provisions of Ceiling Price Regulation 55 not inconsistent with this supplementary regulation remain in full force and effect.

**Effective date.** This supplementary regulation shall become effective on November 28, 1951.

### Canned Pumpkin and Squash

Amendment 6 to CPR 55 extended the coverage of CPR 55 to canned pumpkin and squash, effective November 28, and SR 6 to CPR 55, issued and effective the same date, permits canners of pumpkin and squash to make ceiling price adjustments to restore normal price relationships.

In addition to making CPR 55 effective as to canned pumpkin and squash, Amendment 6 adds the adjustment factor of 1.16 to Table I of CPR 55, for permitted increases other than raw material.

SR 6 permits canners of pumpkin and squash to substitute their 1950 raw material cost plus 20 percent for their 1948 cost, and further permits them to increase their ceiling prices calculated under CPR 55 to specified dollar-and-cent adjusted levels, per dozen containers, as follows:

No. 10. ....	\$5.00
No. 2½. ....	1.45
No. 2. ....	1.15
No. 303. ....	1.00
No. 300. ....	.90

Copies of Amendment 6 and SR 6 to CPR 55 were mailed by N.C.A. to all canners of pumpkin and squash.



## Sweet Potato Price Adjustments

Canners of sweet potatoes in Louisiana, Alabama, and Mississippi are authorized by SR 7 to CPR 55, issued and effective November 29, to increase ceiling prices for canned sweet potatoes up to specified maximums.

SR 7 sets forth one table (Table I) listing specific amounts by which canners may increase their ceiling prices otherwise calculated under CPR 55 for various container sizes of canned sweet potatoes, and lists in another table (Table II) the maximum to which these ceiling prices may be increased.

Following are the permitted increases by container size, per dozen containers, as set forth in Table I:

No. 2	\$0.15
No. 3 squat	.17
No. 2 1/2	.32
No. 10	.75

Following are the maximum permitted adjusted ceiling prices per dozen containers, as set forth in Table II:

Container size	Whole style		Other styles	
	Sirup	Dry	Sirup	Dry
No. 2	\$2.15	\$2.00	\$2.00	\$1.85
No. 3 squat	2.35	2.20	2.20	2.05
No. 2 1/2	2.65	2.45	2.45	2.25
No. 10	9.25	8.50	8.50	7.75

Copies of SR 7 to CPR 55 were mailed by N.C.A. to canners of sweet potatoes in Louisiana, Alabama, and Mississippi.

## Capehart Adjustment for Small Manufacturers under CPR 22

A simplified method for applying the so-called Capehart amendment adjustments was made available to smaller manufacturers of products under CPR 22 by the terms of SR 18 to CPR 22, issued and effective on November 26. The option of employing the alternative method was made available only to manufacturers whose net sales for the last complete fiscal year ending not later than July 31, 1951, did not exceed \$1,000,000 and whose net sales during the first half of 1951 did not exceed their net sales for the corresponding period in the preceding year by more than 15 percent.

By SR 17 to CPR 22 (see INFORMATION LETTER of Nov. 24, page 387), OPS gave to all manufacturers of products still under CPR 22 an alternative pricing method which would give effect to the provision in the Capehart amendment entitling each manufacturer to apply for an adjustment of his ceiling prices to reflect the "high-

est price" between January 1, 1950, and June 24, 1950, adjusted for increases or decreases in costs occurring subsequent to that period and prior to July 26, 1951. The permitted cost adjustments to be added to the 1950 base price included labor, materials, and overhead cost adjustments.

Under SR 18, eligible manufacturers may make adjustments for both labor and materials costs up to July 26, 1951, without the necessity of making the accompanying and more complex overhead adjustments required by SR 17. Canners employing the optional pricing method provided by SR 18 are required to file a report of such intention on OPS Public Form No. 105.

## GOR 20—Capehart Adjustment For All Small Manufacturers

A simplified method which certain small manufacturers may use in making so-called Capehart adjustments in ceilings was announced November 29 with issuance of GOR 20.

With only a few exceptions, manufacturers whose net sales did not exceed \$250,000 for the last fiscal year ended not later than July 31, 1951, are eligible to adjust their ceilings under GOR 20. Also eligible to use the regulation are manufacturers within the volume limitation who buy and resell some products made by other manufacturers. However, if such sales exceed 25 percent of the manufacturer's total business, he may not use GOR 20 to adjust his ceilings.

Small manufacturers now pricing under the GCPR, CPR 22 and the other manufacturers orders may elect to use GOR 20. They are eligible, OPS said, as long as they meet the limitations as to total volume of sales and as to the resale of products made by others.

The use of GOR 20 is entirely optional, OPS said. It was issued to provide small manufacturers with a relatively simple method which they may employ to make the adjustments in ceiling prices required by Section 402(d) (4) of the Defense Production Act, as amended.

GOR 20 is of particular benefit to small firms who do not keep detailed accounting records, OPS said. The new regulation authorizes these firms to calculate an adjustment for each of the commodities they sell on the basis of their over-all business operation.

The formula in GOR 20 provides that a firm calculate what ratio its total operating costs bore to its total net sales during the first six months of 1950 and the first six months of 1951. These cost ratios for the two periods are then used as follows, according to OPS:

"The 1950 ratio is applied to the base period price of each commodity or service and the 1951 ratio is applied to the average selling price during the first six months of 1951 for the same commodity to determine the production costs for each period.

"If the 1950 production cost is lower, it is subtracted from the 1951 cost. The difference is added to the 1950 base period price to determine the new ceiling price."

## Form 8 Due under CPR 22

Form 8 must be filed with the Office of Price Stabilization by December 19 regardless of whether a manufacturer may also have filed Form 100 to obtain a so-called Capehart adjustment of his ceiling prices, the OPS announced this week.

A manufacturer filing Form 8 no longer will have to observe a 15-day waiting period before putting into effect the higher ceiling prices listed on the form, OPS said, as an amendment to CPR 22 eliminating the 15-day time lag will be issued soon. The formal action to be taken will provide that after filing a Form 8 by registered mail, a manufacturer may put his higher CPR 22 ceiling prices into effect as soon as he receives his return postal receipt confirming OPS receipt of his report.

## Roger L. Putnam Heads ESA

Roger Lowell Putnam was named by the President this week to be Economic Stabilization Administrator, effective December 1. He succeeds Eric Johnston, whose resignation will be effective November 30. Mr. Putnam was sworn in November 29.

Mr. Putnam served three terms as mayor of Springfield, Mass. He is serving at present as president of the Package Machinery Co., of Springfield.

The Economic Stabilization Agency was established by Executive Order of the President on September 9, 1950, and the functions of the Administrator are formally stated in that Executive Order (see INFORMATION LETTER of September 16, 1950, page 276).

## SUPPLIES

### Shipments of Metal Cans

Shipments of metal cans for fruits and vegetables, including juice, amounted to 214,997 short tons of steel during September as compared with 257,109 tons during August and 193,408 tons during September of last year, according to a report by the Bureau of the Census, U. S. Department of Commerce. Shipments of cans for meat, including poultry, amounted to 8,021 tons of steel during September as compared with 9,605 tons during August. Shipments of cans for fish and seafood amounted to 10,051 tons of steel during September as compared with 12,879 tons during August and 15,390 tons during September of last year.

	Jan. through Sept. 1950	1951 (in short tons of steel)
Fruit and vegetable (including juice).....	971,322	1,083,300
Fish and sea food.....	99,342	78,342
Meat, including poultry.....	88,116	106,512

### Shipments of Glass Containers

Shipments of wide-mouth glass containers for food amounted to 2,158,081 gross in September as compared with 2,658,851 gross in August and 2,736,572 in September of last year, according to a report by the Bureau of the Census, U. S. Department of Commerce. Shipments of narrow-neck food containers amounted to 1,431,912 gross in September as compared with 1,124,883 gross in August and 1,571,640 gross in September of last year.

	Jan. through Sept. 1950	1951 (quantities expressed in gross)
Wide-mouth food (including fruit jars and jelly glasses).....	21,722,016	20,780,521
Narrow-neck food.....	8,649,325	9,129,859
Beverage, nonreturnable.....	(a)	144,274

(a) Total not given to avoid disclosing figures for individual companies.

### Insecticides and Fungicides

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not accommodate the quantities of pesticides being made and this situation threatens to hamper continued manufacturing.

In an outlook on the 1952 insecticide and fungicide situation, USDA also stated:

"Shortages of the chemicals and metals used in the manufacture of insecticides and fungicides are becoming more acute as the defense effort

expands. Shortages of sulfur, copper, and lead already exist. Alternate materials will have to be used to extend supplies of pesticides using these basic materials if farmers' requirements are to be fulfilled in 1952.

"Orderly purchases of at least part of the 1952 needs of fungicides, insecticides, and herbicides by farmers now, coupled with careful storage until time of use, could help prevent the danger of short supplies which might come with increased competition for scarce chemicals and metals later. Obviously, such action would reduce the pressure of manufacturers' storage stocks against further production and would help prevent sudden unmanageable strains on shipping and storage during the growing season.

"Farmers unable to buy now for lack of storage facilities or other reasons could aid by placing orders for future delivery of their estimated 1952 needs of insecticides, fungicides, and herbicides. This would enable manufacturers to gauge accurately overall 1952 requirements. Although individual farmers will have to make their own decision in the matter, buying now also might prove economical. Historically, at least, the present period between growing seasons is the low-priced period for insecticides, fungicides, and herbicides. Orderly purchases in many farm areas early in 1951 was a major factor in the availability of adequate supplies of these chemicals at the time they were needed."

## PERSONNEL

### Indiana Cannery Association

The Indiana Cannery Association elected the following officers recently at the association's annual convention:

President—George O. Robey, Kemp Bros. Packing Co., Frankfort; vice president—G. A. Turmail, Bluffton Foods, Inc., Bluffton; secretary-treasurer—A. F. Dreyer, Indianapolis (re-elected).

### Pennsylvania Cannery Assn.

The Pennsylvania Cannery Association elected the following officers recently at the association's annual convention:

President—J. W. Fullerton, Hanover Canning Co., Inc., Hanover; vice presidents—Ralph E. Arnold, Knouse Foods Cooperative, Inc., Peach Glen (re-elected), A. Reed Hayes, Jr., Mifflin County Packing Co., Reedsville, and Chas. H. G. Sweigart, Keystone Mushroom Co., Inc., Coatesville (re-elected); and executive secretary-treasurer—Charles W. York, York (re-elected).

### New Association Members

The following firms have been admitted into membership in the N.C.A. since November 3, 1951:

CHURCH GRAPE JUICE Co., Kennewick, Wash. Products—Apple juice, grape juice. Officers—Donald Sherwood, president; and F. M. Ludlow, secretary-treasurer.

DELTA CANNING Co., Inc., P. O. Box 418, Raymondville, Tex. Products—Vegetables, juices. Officer—John E. Frost, president.

PORT CLYDE PACKING Co., Inc., 100 Hudson St., New York 13, N. Y. Product—Sardines. Officer—Samuel Zwecker, president.

MEXICAN PINEAPPLE Co., S. A., Vallarta No. 1-601B, Mexico City 4, D. F. Products—Loma Bonito, Oaxaca, Mexico. Products—Pineapple, papaya, mango, chili peppers, citrus products. Officers—Robert A. Morales, president; and Dr. I. A. Kupersmith, technical director.

## DEATHS

### Herbert Lee Williams

Herbert Lee Williams, 84, long-time employee of the Campbell Soup Company who served the firm in several responsible positions, died November 24 in Camden, N. J.

Mr. Williams was employed by Joseph Campbell Preserve Company—now the Campbell Soup Company—in 1891. He was elected to the board of directors in 1900, was elected treasurer in 1904, and vice president in 1930. He was both vice president and treasurer until his retirement in 1938.

Mr. Williams continued to serve as a director of the company, and on September 11, 1950, at a testimonial luncheon given in his honor, celebrated his fiftieth anniversary as a member of the board. He resigned his board membership in 1951.

### Edward M. Brennan

Edward M. Brennan, 61, president of the Haines Packing Co., Seattle, died suddenly November 24. He was a pioneer Alaska salmon canner, long active in industry affairs, and was associated for many years with P. E. Harris Co., Inc., also of Seattle.

Mr. Brennan was a member of the N.C.A. Board of Directors, 1944-47, and served as Chairman of its Fishery Products Committee. He also was a Chairman of the Advisory Board of the N.C.A. Northwest Branch, president and trustee of the Association of Pacific Fisheries, and the first president and a director of the Alaska Salmon Industry, Inc.

### Educational Materials For Teachers and Students

The N.C.A. Home Economics Division lists educational materials for teachers' and students' use in foods classes, by advertising in leading home economics magazines. Copies of two of the advertisements are enclosed with this issue of the INFORMATION LETTER.

A new theme has been planned in which about half of each advertisement will offer the supplementary materials, while the other half will tie in with other lessons being taught in classes. It is believed that in this way it will be possible to have canned foods included in more lessons each term.

Of the advertisements mailed with the INFORMATION LETTER, the October advertisement was planned to fit into lessons on baking, and the November advertisement was planned in cooperation with the "Eat a Better Breakfast" campaign.

## PUBLICITY

### Better Living Magazine

The December issue of *Better Living* magazine, distributed through super markets, carries the article, "Treats for the Unexpected Guest," by Lillian Ziegfeld.

She begins the article: "You'll be able to put together a snack or a whole meal, when guests drop in unexpectedly—if you keep several cans of food on your pantry shelf, a cheese mixture, and a basic syrup in your refrigerator." The supper and snack recipes and suggestions include the following canned foods: corned beef, sardines, Vienna sausages, pineapple, grape juice, apple juice, and peach nectar.

### Everywoman's Magazine

*Everywoman's Magazine* in October has as its feature food article, "Apple Time," by Prudence Dorn, food editor. The eight apple dessert recipes in the article feature a choice of either fresh or canned apples, and apple sauce.

Five of the recipes, one of which also includes canned cranberry sauce, are pictured on a two-page color photograph.

Marion McGill, author of another article, "Baked Beans," says: "If you like to bake your own, follow our recipe for home baked beans. If you prefer the out-of-the-can variety—incidentally, they are excellent—there are many brands on the market from which to choose. These are easily and quickly prepared and can be heated and served as they come from the can. But for new and interesting ways to serve the canned beans, try them Italian style; as a stuffing for green peppers; richly flavored with deviled ham; or flavored with dried apricots and pork sausages."

## FOREIGN TRADE

### Effect of Trade Agreement Concessions on U. S. Tariffs

United States import duties have been reduced nearly one-half as the result of tariff concessions negotiated under the reciprocal trade agreements program, according to a report by the U. S. Tariff Commission.

The average ad valorem equivalent of the duties in effect before any trade agreements was 25.8 percent. The average now is 13.3 percent. This 49 percent reduction reflects trade agreements negotiated by the U. S. before World War II and since the war at Geneva, Annecy, and Torquay.

U. S. tariff rates have been reduced an average of 27 percent since January 1, 1945. This date is significant because the Trade Agreements Act permits reductions not to exceed 50 percent of a rate in effect at that time. Thus, U. S. tariffs may still be reduced another 23 percent, on the average, under present law.

As a result of reciprocal trade agreements, tariffs have been reduced on products representing 82.7 percent of imports, by value.

The Tariff Commission analysis uses 1949 as a base for calculations, and applies tariff rates in effect as of various dates against the dollar value of imports in 1949. This eliminates the effect of price changes from year to year as well as the effect of changes in the relative volume of imports of individual commodities in different periods.

**Fruits and vegetables**—The Tariff Commission report does not supply detailed figures for fruits and vegetables, but groups them with other agricultural products including meat, poultry, nuts, seeds, and grains, both processed and unprocessed.

For this classification, the average ad valorem equivalent of the duties in effect before any trade agreement was 19.3 percent and the average today is 11.2 percent, a reduction of 42 percent.

Since January 1, 1945, U. S. tariffs on this group of agricultural commodities have been reduced an average of 22 percent. Under present law, permitting a tariff to be cut to half of the rate in effect on that date, rates on this group may be reduced another 28 percent, on the average.

For this classification, tariffs have been reduced on products representing 79.4 percent of imports.

**Fishery products**—The Tariff Commission report does not supply detailed figures for canned fish and shell fish, but groups them with fresh, frozen, and dried fishery products.

The average ad valorem equivalent of the duties in effect for fishery products before any trade agreement was 14.5 percent and the average today is 9 percent, a reduction of 38 percent.

Since January 1, 1945, U. S. tariffs on fishery products have been reduced an average of 24 percent, thus permitting further cuts amounting, on the average, to 26 percent below the 1945 rates.

Tariffs have been reduced on fishery products representing 83.1 percent of imports.

The Tariff Commission report is a revision of one first issued in April. It is entitled *Effect of Trade Agreement Concessions on United States Tariff Levels Based on Imports in 1949—Revised*. Copies are available upon request to the Tariff Commission, Washington 25, D. C.

### Trade Agreement Withdrawals

The President on November 26 issued a proclamation withdrawing from the General Agreement on Tariffs and Trade tariff concessions initially negotiated with China. As a result, on January 26, United States tariff rates on several products will be restored to levels prevailing before the concessions were granted to China.

Among the products on which tariff rates will be increased, and the old and new rates are:

Tariff Item and Product	Agreement Rate	New Rate
712(2) Canned whole chicken	5¢ lb.	10¢ lb.
718(a) Canned anchovies:		
valued not over 9¢ per lb. ....	22%	44%
valued over 9¢ per lb. ....	15%	30%
718(b) Certain canned fish <sup>1</sup>		
weighing not over 15 lbs., not in oil. ....	12.5%	12.5%
721(e) Canned oysters and oyster juice. ....	4¢ lb.	8¢ lb.

<sup>1</sup> Identified as to all articles except herring, sardines, fish cakes, fish balls, and fish puddings. No change in rate by reason of trade agreement with Iceland.



## PROCUREMENT

### Release from Set-Asides

Reports being received by the N.C.A. Procurement Committee indicate that many canners believe that QMC field buyers are able to release them from the requirements of the U. S. Department of Agriculture set-aside orders. However, to obtain a release from set-aside requirements, in whole or in part, a canner must apply in writing to the Director of the Fruit and Vegetable Branch, Production and Marketing Administration, USDA, Washington 25, D. C., setting forth the reason why the release is sought.

The field buyer's authority extends only to advising the USDA through QMC channels that the merchandise is not wanted. Set-aside releases may be expedited by sending copies of the request for release to the field buyer, the depot from which he is assigned, and the Office of the Quartermaster General, Washington 25, D. C.

At a meeting at N.C.A. headquarters November 29, the N.C.A. Procurement Committee and QMC officials initiated discussions on the 1952 procurement program for canned foods.

### Canned Foods for Formosa

The U. S. Department of Agriculture has announced that offers on certain canned foods have been accepted for shipment to Formosa under the ECA.

Offers were accepted on 10,000 cases 24/2½ of apricots, 12,300 cases 24/2½ of cling peaches, and 9,500 cases 24/2 of sliced beets.

USDA did not accept any of the offers on canned corn and canned peas.

### Binders for Labeling Manual

Loose-leaf binders to fit the labeling manual, *Modern Labels for Canned Foods*, are available from the N.C.A. for \$1.50 each. Requests together with payments should be addressed to the Labeling Division, National Canners Association, 1133 20th Street, N. W., Washington 6, D. C. A copy of the N.C.A. labeling manual has been mailed to each canner.

### Forthcoming Meetings

December 4—Maine Canners Association, Annual Meeting, Falmouth Hotel, Portland  
 December 5—Minnesota Canners Association, Annual Convention, Hotel St. Paul, St. Paul  
 December 6-7—Association of New York State Canners, Inc., 86th Annual Convention, Hotel Statler, Buffalo  
 December 6-7—Georgia Canners Association, Annual Meeting, Hotel DeSoto, Savannah  
 December 11-12—Ohio Canners Association, Annual Convention, Deschler-Wallick Hotel, Columbus  
 January 3-4—Northwest Canners Association, Cutting and Technical Sessions, Multnomah Hotel, Portland, Ore.  
 January 10-11—Canners League of California, Annual Sample Cutting, Fairmont Hotel, San Francisco  
 January 16-18—Canadian Food Processors Association, Annual Convention, Chateau Frontenac, Quebec, P. Q.  
 January 17-18—National Pickle Packers Association, Winter Meeting, Roosevelt Hotel, New York City  
 January 19-23—Annual Conventions of National Canners Association, National Food Brokers Association, and Canning Machinery & Supplies Association, Atlantic City, N. J.  
 January 21-23—National Preservers Association, Annual Meeting, Marlborough-Blenheim Hotel, Atlantic City, N. J.  
 February 5-6—Minnesota Canners Association, 5th Annual Canners' and Fieldmen's Short Course, Hotel Radisson, Minneapolis  
 February 14-15—Osark Canners Association, 44th Annual Convention, Colonial Hotel, Springfield, Mo.  
 March 6-7—Utah Canners Association, 46th Annual Convention, Hotel Utah, Salt Lake City  
 March 13-14—Northwest Canners Association, Annual Meeting, Gearhart Hotel, Gearhart, Ore.  
 March 17-18—Canners League of California, Annual Directors Conference, Santa Barbara  
 March 19-21—Tri-State Packers Association, Spring Meeting and Canners School, Lord Baltimore Hotel, Baltimore, Md.  
 April 1-4—American Management Association, 21st National Packaging Exposition, Auditorium, Atlantic City, N. J.

### 1952 Convention

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ident of the Commodity Credit Corporation. In his present defense post he is in charge of the Office of Program and Requirements and Chairman of the DPA Requirements Committee, an inter-agency group.

With President H. J. Barnes in charge of the meeting, the Opening General Session, besides presenting these two speakers, will include Association business and the election of 1952 officers.

The Second General Session is scheduled for Saturday afternoon, January 19, and will be given over to the problems of government controls, with various defense agency executives as speakers. George L. Mehren, Acting Director of the Food and Restaurant Division of the Office of Price Stabilization, and a representative of the Supply Division, Office of the Quartermaster General, have ac-

cepted invitations to speak, and negotiations are under way with representatives of other government control agencies.

The 1952 Convention will have only the two General Sessions. They will be held on the morning and afternoon of Saturday, January 19, in the American Room of the Traymore Hotel instead of in the Public Auditorium, as has been the practice during recent Atlantic City Conventions.

The N.C.A. Laboratories this year will hold three technical conferences, on Saturday afternoon, January 19, Sunday morning and Sunday afternoon, January 20, respectively. At either the Saturday afternoon or Sunday morning session, attention will be directed to some of the new developments in waste disposal. At the Sunday afternoon technical conference one or more papers will be presented on the program of the Atomic Energy Commission with regard to industrial use of fission products from the atomic energy program, with particular reference to the possibility of future use of radiation in the sterilization of food products.

The N.C.A. Raw Products Research Bureau plans two conferences, the first on Saturday afternoon, January 19; the second, Sunday afternoon, January 20.

The N.C.A.'s Fishery Products Division also plans a special conference on Saturday afternoon, January 19.

The meeting of the Board of Directors is scheduled for Friday, January 18; the Administrative Council, Thursday, January 17; and the N.C.A. Committee meetings (to be announced) will be held Wednesday and Thursday.

### Renegotiation Board

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benefit to canners. It will affect only canners who supply a government contractor with food items for the purchaser's stock and not specially for performing renegotiable contracts.

The Renegotiation Board also released last week a set of interim "instructions to prime and subcontractors on segregation of renegotiable sales." The instructions are designed to help contractors determine the amount of renegotiable income derived during the period prior to January 1, 1952, pending issuance of the Board's final regulations.

Copies of the two releases may be obtained from the Renegotiation Board, Washington 25, D. C.

## CLAIMS

### Claim Against Packer Ended Without Necessity of Trial

The N.C.A. Claims Division recently closed out a case in Cleveland which involved unusual circumstances and which should be of special interest to members. This was a claim in which it was alleged that a canned food was responsible for illness. The claimant had filed suit for substantial damages against the packer and the action was successfully contested by the N.C.A.'s Cleveland attorneys.

Shortly after the claim was first reported to the packer by the claimants' attorney, the N.C.A. arranged for an investigation, which was somewhat meager, due to lack of cooperation on the part of opposing counsel, but which indicated no reason whatever for even suspecting that the canned food was unwholesome. Consequently, liability was denied and subsequently suit was commenced.

During the pendency of the litigation the N.C.A. attorneys arranged to take the pre-trial deposition of the claimant, and this elicited the interesting information that the claimant and her husband had previously made a claim for the same illness against a local restaurant in which they were represented by the same attorney handling the canned food claim and in which they had recovered a fairly substantial settlement from the restaurant's insurance company. The basis of that claim was that sandwiches consumed at the restaurant had been responsible for the illness.

Following the taking of the deposition, a supplemental investigation was arranged which verified the information developed and indicated that the attending physician, though having supported the claimants in the restaurant case, was equally willing to lend support to their subsequent claim, involving the canned food.

Fortunately, the N.C.A.'s Cleveland attorneys were successful in obtaining the cooperation of the insurance company and after procuring pertinent portions of the file, they then prepared and filed an amended answer, which incorporated the facts concerning the restaurant claim and included a copy of the release which the insurance company had obtained. This release appeared broad enough to cover the canned food claim even though the packer of the canned product was not specifically named. Fol-

lowing that, defense counsel filed a motion for judgment on the pleadings.

Prior to these legal maneuvers N.C.A. counsel had tried to persuade the claimant's attorney to dismiss the pending action, since it was apparent that he could not prevail, but he elected to let the case remain on the docket until he was confronted with the prospect of having to argue the motion. Rather than do this, he reluctantly, but wisely, decided to enter into a stipulation granting the motion and entering judgment in favor of the packer, which brought the case to a conclusion.

#### A Caution to Cannery

In addition to maintaining a record of all consumer complaints or claims reported to the N.C.A. Claims Division for investigation and handling, the Division endeavors to keep some record of what might be termed "quality" complaints, largely for the purpose of detecting "repeaters." The Division is aware of the fact that each year there are a considerable number of so-called quality complaints which are not referred to the Claims Division for investigation and handling, but which are handled by members directly with the complainant either by personal call from a salesman or other representative or by means of a courteous letter, often

accompanied by a replacement of the product complained about and possibly a few additional products as a "good will" gesture. In most instances, either method constitutes a satisfactory means of disposing of minor complaints which appear to be reported in good faith. However, canners are urged to keep an index file of complainants whose cases are handled in this manner to make sure that the complaining party is not engaged in the practice of making such complaints for the sole purpose of obtaining free merchandise.

Several of such instances have been reported to the Division, from time to time, an outstanding example being that of a man in Toledo, Ohio. The Division's files indicate that over a period of years this man has written letters to a very considerable number of packers and distributors, reporting some dissatisfaction with the quality or flavor of certain products and as a result has been the recipient of quantities of valuable "good will" packages sent by well-meaning packers and distributors, eager to "appease" an apparently dissatisfied customer.

Obviously, the N.C.A. and the industry should be alert to detect any such nefarious practices and take steps to discourage them whenever practicable.

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